

# Appraisal Report

Former Milwaukee School of Entrepreneurship Building  
6914 W. Appleton Avenue  
Milwaukee, Wisconsin



Appraisal Date:  
October 31, 2016

***THE NICHOLSON GROUP LLC***

November 15, 2016

Rhonda Szallai  
City of Milwaukee, Department of City Development  
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Subject: Former Milwaukee School of Entrepreneurship Appraisal  
6914 W. Appleton Avenue  
Milwaukee, Wisconsin

We have completed an appraisal of the fee simple estate in the property identified above and submit our findings in this appraisal report. The subject property consists of a two-story school building containing a gross building area ("GBA") of  $\pm 12,486$  square feet including a full finished basement situated on a  $\pm 0.22$  acre parcel. The improvements were originally constructed in 1965 and appear to have been renovated over time. As instructed by the client, this appraisal reflects the property being sold to an education operator without restriction; we have not researched and analyzed the financial feasibility of using the property for another use.

It is our opinion that the market value of the fee simple estate in the property as of October 31, 2016, under the extraordinary assumptions as stated herein, is:

Two Hundred Fifty Thousand Dollars  
\$250,000

This appraisal was made subject to the extraordinary assumptions summarized below; please refer to pages 8 and 9 for further description. If at a later date any of these extraordinary assumptions are shown to be different than as stated, the value of the property will likely change and we reserve the right to revise our valuation analysis and amend our opinions.

1. The gross building area ("GBA") is 12,486 square feet
2. The mechanical systems are in working order and have been adequately maintained
3. That no immediate asbestos abatement is necessary. No asbestos abatement costs have been provided by the client or MPS and it is beyond the expertise of the appraisers and beyond the scope of this appraisal to estimate these costs. The property value as concluded herein has not considered any impact on value created by the presence of ACM's which would likely decrease value.

The opinions expressed in this report can only be completely understood by reading the following report, exhibits, other data, assumptions and limiting conditions, and general service conditions. This appraisal report and all of the appraiser's work in connection with the appraisal assignment are subject to the limiting and general service conditions as well as all other terms stated in the report. Any use of the appraisal by any party, regardless of whether such use is authorized or intended by The Nicholson Group, constitutes acceptance of all such limiting and general service conditions and terms.

Respectfully submitted,

**THE NICHOLSON GROUP LLC**



Lawrence R. Nicholson, MAI  
Wisconsin Certified General Appraiser (#116)



Jacob L. Nicholson

Attachment  
16-179

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**Scope of Work**

Property Appraised	Former Milwaukee School of Entrepreneurship 6914 W. Appleton Avenue Milwaukee, Wisconsin
Appraisal & Inspection Date	October 31, 2016
Property Rights Appraised	Market value of the fee simple estate
Intended Users	The intended user of our opinions and this report is the City of Milwaukee Department of City Development ("client"). Use of this report by others is not intended by the appraiser. A party receiving a report copy from the client does not, as a consequence, become a party to the appraiser-client relationship. No third parties are authorized to rely upon our opinions or this report without the express written permission of The Nicholson Group.
Intended Use	The intended use of our opinions and this report is for possible sale of the property to an education operator.
Assets Included	Land, site improvements and building improvements
Scope of the Investigations	<p>In developing this real property appraisal, the appraiser conducted a complete appraisal process which considered the use of the three traditional approaches to value: the Cost, Sales Comparison and Income Capitalization Approaches. The Sales Comparison Approach was used and is the most applicable approach.</p> <p>The Cost Approach was considered as part of this appraisal process, however, it was not utilized in arriving at our opinion of value. The Cost Approach is considered most reliable when the appraised improvements are new or relatively new and do not suffer from items of significant physical, functional, or external obsolescence. The subject building was constructed in 1965; renovations have occurred throughout the years. There is an extensive amount of accrued depreciation and the Cost Approach is not one that the most probable buyer would use in determining an appropriate acquisition price for the property.</p>

The most probable buyer for the subject property is an owner-user. The subject's location is not an active investment market for educational real estate. There is a lack of rental data for school properties in the market area from which market rent could be reliably ascertained. The same is true for overall capitalization rates. Given that the highest and best use of the subject property is as an owner-user building and not an income producing building (i.e. investment property), the Income Capitalization Approach was not used and is not necessary in order to provide a credible opinion of value.

Given the applicability and strength of the Sales Comparison Approach, the omission of the Cost Approach and Income Capitalization Approach does not weaken the credibility of the opinion of value concluded herein.

Jacob L. Nicholson collected, researched and analyzed the information deemed necessary to develop credible assignment results, that is, being worthy of belief. Furthermore, the appraisers have: inspected the interior and exterior of the appraised property; reviewed subject property information provided by MPS; researched public records pertaining to the subject property; investigated market and neighborhood trends affecting the highest and best use; gathered information pertaining to comparable sales; analyzed the data; and, applied the Sales Comparison Approach to arrive at a reasonable and independent opinion of market value. Jake Nicholson conducted the market research and valuation analyses under the direct supervision of Lawrence Nicholson.

Lawrence R. Nicholson, MAI inspected the appraised property, reviewed the valuation analyses and the techniques used, reviewed this report and has concluded that the conclusions stated herein are adequately supported, reasonable and credible.

Sources used in obtaining comparable data included: The Nicholson Group's proprietary database of sale transactions; public records; real estate sales data published by CoStar Group, MLS, Redi-net and tax assessor offices; other appraisers; and, real estate brokers. The comparable sales were inspected and the terms of the transactions were verified through public records and/or by interviewing a party to the transaction. Data may have been used without verification by a party to the transaction if attempts to contact these individuals were unsuccessful and/or if the data was obtained from a reliable source and appeared to be correct.

The opinions presented in this report are based upon review and analysis of the market conditions affecting real property value. The value opinion has been supported by relevant evidence and logic to the degree necessary for the intended use.

Information, estimates and opinions furnished to the appraiser and contained in this report and/or in the appraisal workfile were obtained from sources considered reliable and believed to be true and correct. However, we can assume no responsibility for the accuracy of such items furnished to the appraiser.

While reasonable care has been taken to ensure that the facts stated herein are accurate and that any expressed or implied opinions are fair and reasonable, the opinions, estimates and projections in this appraisal constitute judgments as of the date of this appraisal and there can be no assurance that future results or events will be consistent with any such opinions, estimates or projections.

This appraisal report is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice ("USPAP") for an Appraisal Report. This report presents summary discussions of the data, reasoning and analyses that were used in the appraisal process to develop our opinion of value. Supporting documentation that is not provided with the report concerning the data, reasoning and analyses is retained in the appraisal workfile. The depth of discussion contained in this report is specific to the needs of the client and for the intended use state in this report. The appraiser is not responsible for unauthorized use of this report.

## Extraordinary Assumptions

The Uniform Standards of Professional Appraisal Practice ("USPAP") defines an Extraordinary Assumption as: "an assumption, directly related to a specific assignment, as of the effective date of the assignment results, which, if found to be false, could alter the appraiser's opinions or conclusions." The following comment is offered directly after this definition: "Extraordinary assumptions presume as fact otherwise uncertain information about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis."

This appraisal has been made under the following extraordinary assumption:

1. The gross building area ("GBA") is 12,486 square feet based on review of building plans found at the school during our inspection and verified with on-site measurements. However, information from the City of Milwaukee indicates a GBA of 10,649 square feet (<http://city.milwaukee.gov/Surplus-School-Properties.htm>). This appraisal has been made under the extraordinary assumption that the GBA is 12,486 square feet. If information is provided showing that this is not the case, the value of the property may change and we reserve the right to revise our analysis and amend our opinions.
2. We understand that the subject building was last occupied in 2011 and that the mechanical systems are in working order as they have been adequately maintained. This appraisal has been made under the extraordinary assumption that the building mechanical systems are in working order. If information is provided showing that this is not the case, the value of the property will likely change and we reserve the right to revise our analysis and amend our opinions.



3. It is not known whether or not asbestos containing materials (“ACM’s”) are present in the building. It is an extraordinary assumption that no immediate abatement is necessary. No asbestos abatement costs have been provided by the client or MPS and it is beyond the expertise of the appraisers and beyond the scope of this appraisal to estimate these costs. The property value as concluded herein has not considered any impact on value created by the presence of ACM’s which would decrease value. We reserve the right to revise our analysis and amend our opinions if it is later found that the ACM’s present in the building requires abatement and the cost of this abatement becomes known.

#### Competency Statement

According to the Competency Rule as set forth by USPAP, competency applies to factors such as, but not limited to, specific types of property, a specific type of property or asset, a market, a geographic area, an intended use, specific laws and regulations, or an analytical method. The appraisers are familiar with the subject property type and market area. Furthermore, the appraisers have the education, experience and competency to appropriately utilize the analytical methods employed in this report. The appraisers certify that they have the ability to properly identify the problem to be addressed, the knowledge and experience to complete the assignment competently and recognition of and compliance with laws and regulations that apply to the appraiser or to the assignment.

**Exposure Time**

Exposure time is defined in USPAP as “estimated length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal”. Further, “Exposure time is a retrospective opinion based on an analysis of past events assuming a competitive and open market.”

Exposure time is the amount of time necessary to expose a property to the open market in order to achieve a sale. The opinion of an exposure time is not intended to be a prediction of a date of sale. Furthermore, exposure time is always presumed to occur prior to the effective date of the appraisal. Implicit in this definition are the following characteristics:

- the property is actively exposed and aggressively marketed to potential purchasers through marketing channels commonly used by sellers of similar type property;
- the property is offered at a price reflecting the most probable markup over market value used by sellers of similar type property; and,
- sale is consummated under the terms and conditions of the definition of Market Value.

The subject property is a special use property for which there is a limited amount of demand; as such, the market exposure period could be quite long. It is our opinion that the reasonable exposure time, or the length of time necessary for the subject property to be exposed to the market prior to an arm's length sale occurring at the market value as concluded herein, is up to two or more years.

## Definitions

Market Value is defined as: The most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- Buyer and seller are typically motivated;
- Both parties are well informed or well advised, and acting in what they consider their best interests;
- A reasonable time is allowed for exposure in the open market;
- Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

[Source 12 C.F.R. Part 34.42(g); 55 Federal Register 34696, August 24, 1990, as amended at 57 Federal Register 12202, April 9, 1992; 59 Federal Register 29499, June 7, 1994]

Fee Simple Estate is defined as: “Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat. [Source: Appraisal Institute, The Dictionary of Real Estate Appraisal, 6<sup>th</sup> ed. (Chicago: Appraisal Institute), 2015]

Highest and Best Use is defined as: “The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.” [Source: Appraisal Institute, The Dictionary of Real Estate Appraisal, 6<sup>th</sup> ed. (Chicago: Appraisal Institute), 2015]

**Area Overview**

The subject property is located in the Dineen Park neighborhood on the near north side of the City of Milwaukee. Demographic data for the market area comprising 1-, 3- and 5-mile radii from the subject property is presented on pages 15 to 17. An Area Map is presented on the following page.

The City of Milwaukee is the largest city in Wisconsin and is the major economic center in the State. With a trend toward urbanization, there has been a resurgence of new housing projects in the near periphery areas of downtown Milwaukee including the Third and Fifth Wards. This trend is fueled by empty nesters and young professionals living downtown to be closer to the areas cultural and entertainment districts.

As of 2013, the City of Milwaukee was the 31<sup>st</sup> largest city in the nation and the 39<sup>th</sup> largest metropolitan area. The City has a stable and diverse employment base and has many large employers, with no substantial reliance on any one employer or industry. Largest private-sector employees are summarized below:

**Milwaukee's Largest Employers**

AT&T Wisconsin	Medical College of Wisconsin
Aurora Health Care	Northwestern Mutual
BMO Harris	Potawatomi Bingo Casino
Briggs & Stratton Corp.	ProHealth Care, Inc.
Columbia St. Mary's	Quad/Graphics
Cooper Power Systems	Rockwell Automation
Froedtert Health	Roundy's Supermarkets, Inc.
GE Healthcare	SC Johnson
Harley-Davidson Inc.	U.S. Bank
Johnson Controls	We Energies
Kohl's Department Stores	Wheaton Franciscan Healthcare



According to the Metropolitan Milwaukee Association of Commerce (“MMAC”), a large portion of the local labor force is employed in the manufacturing sector. Service businesses, however, constitute the largest sector of the local economy, with much of the growth occurring in financial and insurance services, including e-commerce and data processing services. Tourism is also a major contributor to the local economy. The area's many festivals and parades, as well as its nationally recognized museums and zoo, generate \$2.5 billion annually. Milwaukee is home to many nationally and internationally known service companies in all major market segments, including insurance, financial services, utilities, retail and food services.

The city is home to major institutions of higher education: Marquette University, with an enrollment of 11,000 undergraduate and graduate students; and, the University of Wisconsin–Milwaukee, the second largest campus in the UW system with more than 27,000 students. Universities and colleges within the city include: Alverno College, Cardinal Stritch University, Keller Graduate School, Marquette University, Medical College of Wisconsin, Milwaukee Area Technical College, Milwaukee Institute of Art & Design, Milwaukee School of Engineering, Mount Mary College, Stratton College, University of Wisconsin – Milwaukee, and Wisconsin Lutheran College.

**1-, 3- & 5-Mile Demographics****Executive Summary**

Former Milwaukee School of Entrepreneurship  
6914 W Appleton Ave, Milwaukee, Wisconsin, 53216  
Rings: 1, 3, 5 mile radii

Prepared by Esri  
Latitude: 43.08318  
Longitude: -87.99852

	1 mile	3 miles	5 miles
<b>Population</b>			
2000 Population	20,959	204,845	430,066
2010 Population	20,799	195,773	414,482
2016 Population	20,914	193,915	411,774
2021 Population	21,013	193,828	412,142
2000-2010 Annual Rate	-0.08%	-0.45%	-0.37%
2010-2016 Annual Rate	0.09%	-0.15%	-0.10%
2016-2021 Annual Rate	0.09%	-0.01%	0.02%
2016 Male Population	44.9%	45.8%	47.1%
2016 Female Population	55.1%	54.2%	53.0%
2016 Median Age	35.8	33.1	32.7

In the identified area, the current year population is 411,774. In 2010, the Census count in the area was 414,482. The rate of change since 2010 was -0.10% annually. The five-year projection for the population in the area is 412,142 representing a change of 0.02% annually from 2016 to 2021. Currently, the population is 47.1% male and 53.0% female.

**Median Age**

The median age in this area is 35.8, compared to U.S. median age of 38.0.

**Race and Ethnicity**

2016 White Alone	34.9%	33.2%	37.4%
2016 Black Alone	56.0%	57.7%	51.6%
2016 American Indian/Alaska Native Alone	0.4%	0.4%	0.5%
2016 Asian Alone	3.0%	4.2%	4.5%
2016 Pacific Islander Alone	0.0%	0.0%	0.0%
2016 Other Race	1.7%	1.2%	2.6%
2016 Two or More Races	4.0%	3.3%	3.4%
2016 Hispanic Origin (Any Race)	5.1%	4.2%	6.9%

Persons of Hispanic origin represent 6.9% of the population in the identified area compared to 17.9% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 64.5 in the identified area, compared to 63.5 for the U.S. as a whole.

**Households**

2000 Households	9,028	77,927	163,355
2010 Households	8,716	75,151	159,469
2016 Total Households	8,681	74,005	157,853
2021 Total Households	8,683	73,769	157,621
2000-2010 Annual Rate	-0.35%	-0.36%	-0.24%
2010-2016 Annual Rate	-0.06%	-0.25%	-0.16%
2016-2021 Annual Rate	0.00%	-0.06%	-0.03%
2016 Average Household Size	2.39	2.59	2.53

The household count in this area has changed from 159,469 in 2010 to 157,853 in the current year, a change of -0.16% annually. The five-year projection of households is 157,621, a change of -0.03% annually from the current year total. Average household size is currently 2.53, compared to 2.52 in the year 2010. The number of families in the current year is 94,808 in the specified area.

**Data Note:** Income is expressed in current dollars

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021. Esri converted Census 2000 data into 2010 geography.

**1-, 3- & 5-Mile Demographics****Executive Summary**

Former Milwaukee School of Entrepreneurship  
6914 W Appleton Ave, Milwaukee, Wisconsin, 53216  
Rings: 1, 3, 5 mile radii

Prepared by Esri  
Latitude: 43.08318  
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	1 mile	3 miles	5 miles
<b>Median Household Income</b>			
2016 Median Household Income	\$40,945	\$39,311	\$36,568
2021 Median Household Income	\$45,585	\$40,936	\$36,458
2016-2021 Annual Rate	2.17%	0.81%	-0.06%
<b>Average Household Income</b>			
2016 Average Household Income	\$51,748	\$54,641	\$52,206
2021 Average Household Income	\$56,401	\$59,262	\$56,630
2016-2021 Annual Rate	1.74%	1.64%	1.64%
<b>Per Capita Income</b>			
2016 Per Capita Income	\$21,656	\$20,969	\$20,382
2021 Per Capita Income	\$23,492	\$22,664	\$22,032
2016-2021 Annual Rate	1.64%	1.57%	1.57%

**Households by Income**

Current median household income is \$36,568 in the area, compared to \$54,149 for all U.S. households. Median household income is projected to be \$36,458 in five years, compared to \$59,476 for all U.S. households

Current average household income is \$52,206 in this area, compared to \$77,008 for all U.S. households. Average household income is projected to be \$56,630 in five years, compared to \$84,021 for all U.S. households

Current per capita income is \$20,382 in the area, compared to the U.S. per capita income of \$29,472. The per capita income is projected to be \$22,032 in five years, compared to \$32,025 for all U.S. households

<b>Housing</b>			
2000 Total Housing Units	9,336	82,514	175,249
2000 Owner Occupied Housing Units	5,605	43,559	82,615
2000 Renter Occupied Housing Units	3,423	34,368	80,740
2000 Vacant Housing Units	308	4,587	11,894
2010 Total Housing Units	9,356	83,066	177,154
2010 Owner Occupied Housing Units	5,095	39,576	76,655
2010 Renter Occupied Housing Units	3,621	35,575	82,814
2010 Vacant Housing Units	640	7,915	17,685
2016 Total Housing Units	9,381	83,580	178,873
2016 Owner Occupied Housing Units	4,887	37,305	72,468
2016 Renter Occupied Housing Units	3,794	36,700	85,384
2016 Vacant Housing Units	700	9,575	21,020
2021 Total Housing Units	9,437	84,000	179,887
2021 Owner Occupied Housing Units	4,914	37,197	72,330
2021 Renter Occupied Housing Units	3,769	36,573	85,291
2021 Vacant Housing Units	754	10,231	22,266

Currently, 40.5% of the 178,873 housing units in the area are owner occupied; 47.7%, renter occupied; and 11.8% are vacant. Currently, in the U.S., 55.4% of the housing units in the area are owner occupied; 32.9% are renter occupied; and 11.7% are vacant. In 2010, there were 177,154 housing units in the area - 43.3% owner occupied, 46.7% renter occupied, and 10.0% vacant. The annual rate of change in housing units since 2010 is 0.43%. Median home value in the area is \$139,152, compared to a median home value of \$198,891 for the U.S. In five years, median value is projected to change by 4.00% annually to \$169,304.

**Data Note:** Income is expressed in current dollars

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021. Esri converted Census 2000 data into 2010 geography.



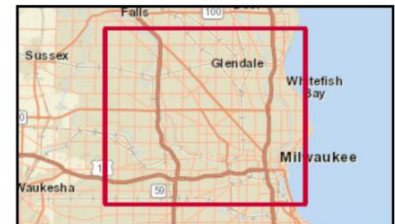
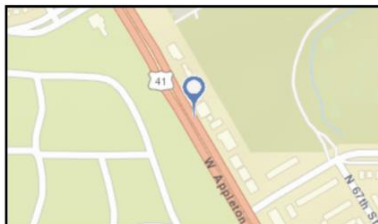
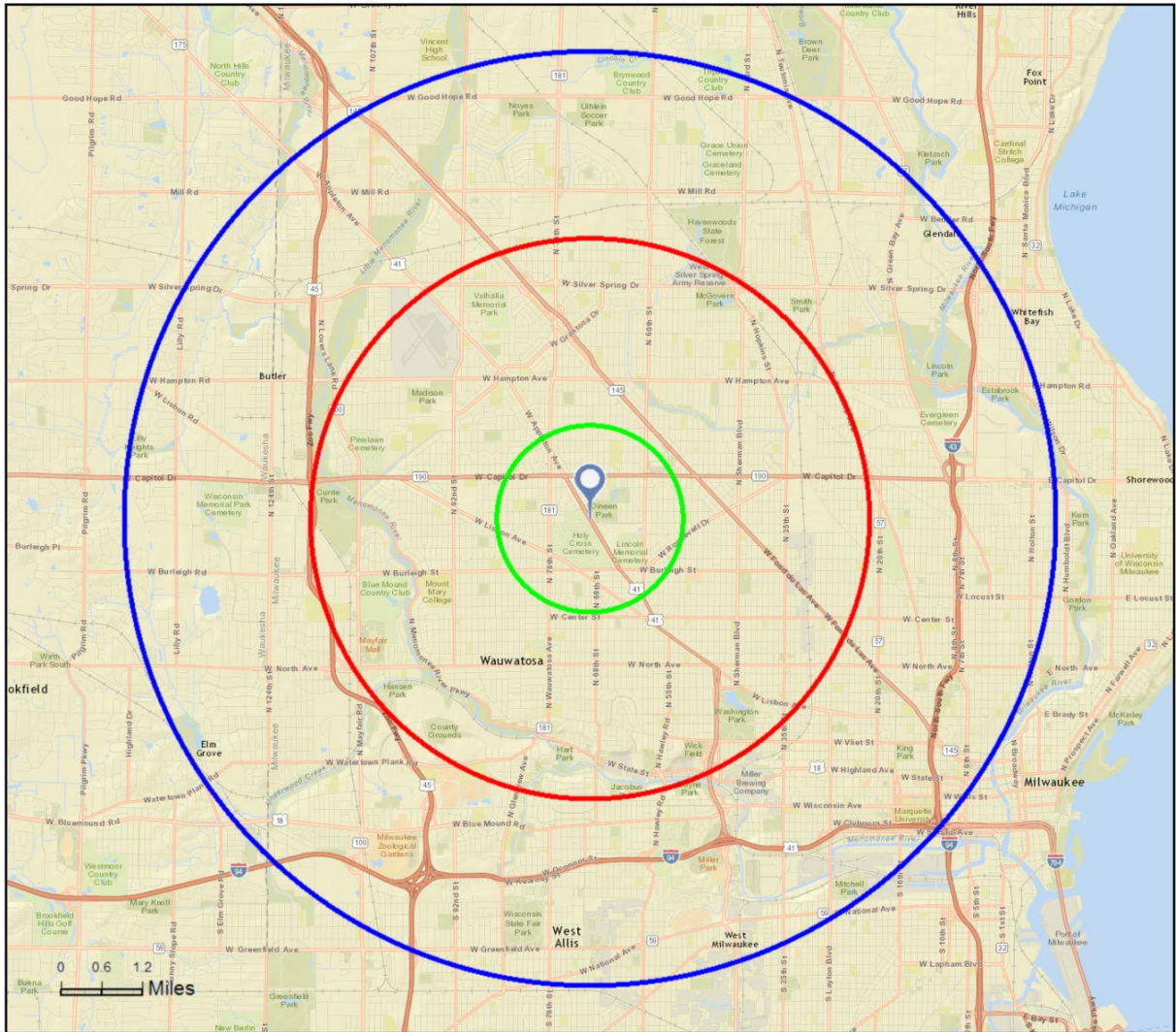


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## Site Map

Former Milwaukee School of Entrepreneurship  
6914 W Appleton Ave, Milwaukee, Wisconsin, 53216  
Rings: 1, 3, 5 mile radii

Prepared by Esri  
Latitude: 43.08318  
Longitude: -87.99852



**Neighborhood Overview**

The subject property is located in the Dineen Park neighborhood on the east side of W. Appleton Avenue, north of W. Keefe Avenue. Land uses within the neighborhood are older residential in nature, some older commercial uses along W. Appleton Avenue with the Holy Cross Cemetery directly across W. Appleton Avenue. The main traffic thoroughfares in the area are W. Appleton Avenue (north-south) and W. Capitol Drive (east-west).

Aerial photographs of the subject neighborhood the subject's location relative to surrounding uses are on the following page. Uses adjacent to the subject property are summarized as follows:

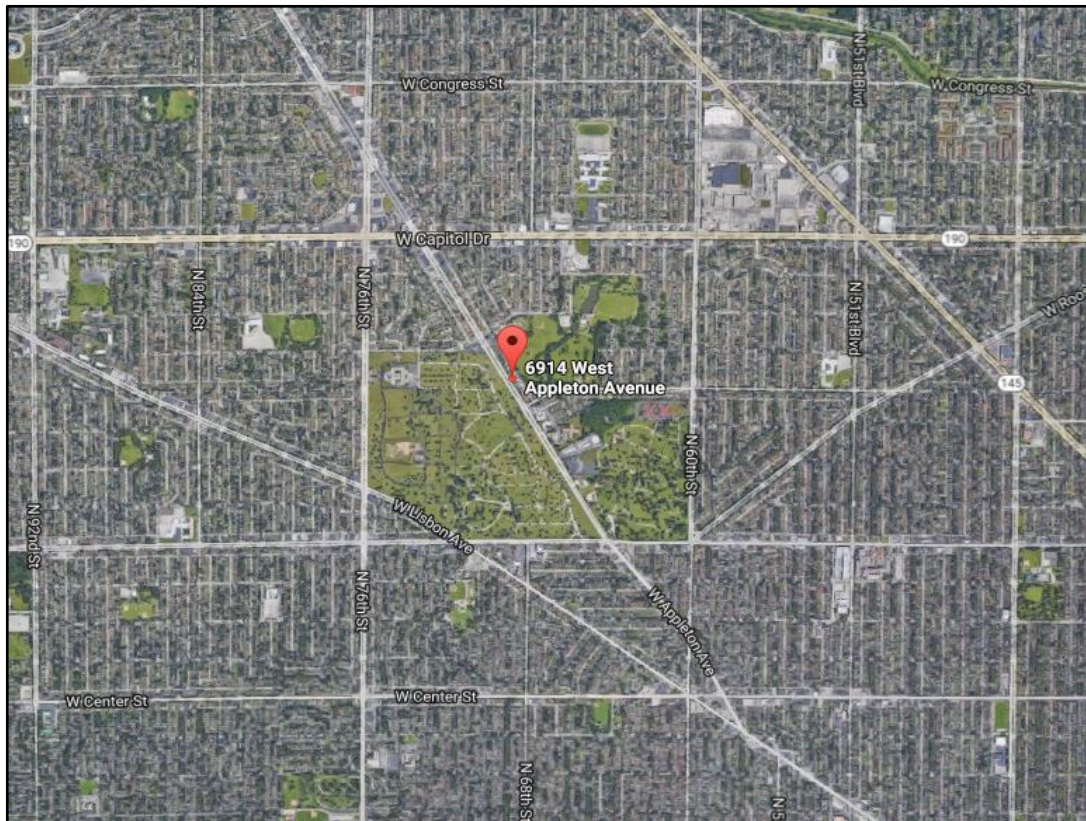
North	Apartment buildings north along W. Appleton Avenue with commercial uses at the W. Capitol Drive area; Dineen Park to the northeast
East	Dineen Park and single-family homes
South	Apartment buildings, a motel, a self-storage facility and a church south along W. Appleton Avenue
West	Holy Cross Cemetery west across W. Appleton Avenue with single-family homes beyond to the west and northwest

W. Appleton Avenue is a four-lane, two-way fully improved city street divided with a grass median that runs northwest/southeast.

In terms of life cycle, the subject neighborhood is in the mature stage with little land available for development; development and redevelopment are not prevalent.



### Aerial Photographs of Subject Neighborhood





**Summary of Property Appraised**

**Size**  $\pm 9,600$  square feet or  $\pm 0.22$  acres

The parcel size was obtained from public records. Although considered reliable, should any future detailed measurements indicate a significant difference in the size, the value of the property may change and we reserve the right to revisit our analyses and amend our opinions.

**Shape** Rectangular



**Frontage** The property has frontage along the east side of W. Appleton Avenue.

**Visibility** The property is visible from the fronting street.

**Topography** The property is generally level and at grade with the fronting street.

Access	As shown in the aerial photograph on the previous page, vehicular access is via a public alley that runs along the rear of the property. Pedestrian access is from the building front on W. Appleton Avenue as well as from the rear parking lot area. The subject has street parking available which is typical for urban areas. Access is reasonable for the property's highest and best use.
Utility Services	All municipal utilities including sewer, water, gas, electricity and telephone are available to the site.
Soils	No subsurface investigations were conducted. The Nicholson Group is not responsible for and has not undertaken an investigation of unapparent conditions, and cannot render a definitive opinion about buildability. My conclusion of value is based upon the assumption that there are no hidden or unapparent conditions of the property that might impact upon buildability. We recommend due diligence be conducted through local building department or municipality to investigate buildability and whether property is suitable for intended use. The Nicholson Group makes no representations, guarantees or warranties.
Easements	We are not aware of any easements which would adversely affect utility or marketability of the site. Standard utility easements likely exist but we have not investigated these. The Nicholson Group cannot guarantee that property is free of encroachments or easements and recommends further investigation and survey.
Site Improvements	The site improvements include asphalt paving in the parking area (10 stalls), concrete sidewalks, on-site utilities and landscaping. Overall, the site improvements are in fair condition.
Building Improvements	The building improvements are identified and examined to determine functional utility, quality and condition. This overview is based on a physical inspection of the property and review of building plans found at the school during our inspection. Physical attributes of the improvements are summarized on the following two pages.

The gross building area ("GBA") is 12,486 square feet summarized by floor in the table below. The GBA was based on review of building plans found at the school during our inspection and verified with on-site measurements, sources that are considered reliable. However, information from the City of Milwaukee indicates a GBA of 10,649 square feet. This appraisal has been made under the extraordinary assumption that the GBA is 12,486 square feet. The building areas are appraiser estimates and should information provided at a later date indicate a different GBA, the subject's value as concluded herein may change and we reserve the right to revisit our analyses and amend our opinions.

Building Area Summary

Above Grade	GBA	% GBA
First Floor	4,254	34.1%
Second Floor	4,254	34.1%
Total Above Grade	8,508	
Below Grade		
Low Finish Basement	3,978	31.9%
Total GBA	12,486	100.0%

Building Physical Attributes Summary

Building Use	School (former Milwaukee School of Entrepreneurship)
Number of Buildings, Stories & Configuration	<p>One, two-story building with full finished basement</p> <p><u>Basement</u> – The full basement has ±3,978 square feet that has an average quality finish. Stairways are present at each end of the building with a wheelchair lift accessing the first floor from the outside at the rear building entrance. The lay-out consists of a lunchroom/speakers hall, a classroom, a teacher workroom/lounge, storeroom and a men's and women's restroom.</p> <p><u>First Floor</u> – The first floor has a large classroom, a smaller classroom, multiple offices, a supply room and a men's and women's restroom.</p> <p><u>Second Floor</u> – The second floor has three large classrooms and a men's and women's restroom.</p>
Building Size	GBA: ±12,486 square feet

Year Built, Effective Age and Remaining Economic Life	The building was originally constructed in 1965 and appears to have been renovated over the years. The effective age is estimated at 25 to 30 years with the remaining economic life of 15 to 20 years based on a $\pm 45$ year economic life. This remaining economic life reflects minimal maintenance, no renovation and no remodeling; however the remaining economic life can be extended and even continued into perpetuity given adequate routine maintenance and capital expenditures made to the building as needed for replacement of short lived items (i.e. roof cover, parking lot, HVAC, etc.) and cure of any deferred maintenance.	
Construction Type	<u>Structural</u>	Concrete block
	<u>Walls</u>	Concrete block with some textured concrete
	<u>Floors</u>	Poured concrete
	<u>Roof</u>	Flat roof with metal decking with membrane covering. The roof was not inspected and was reported to be in good condition after the recent patchwork done 3-4 years ago.
Ceiling Heights	The ceiling height in the classrooms is 9'.	
HVAC	Heating is provided via six gas-fired furnaces with two on each floor; the building is 100% air-conditioned.	
Sprinkler/Fire Alarm System	The building is not sprinklered but has a fire alarm system	
Elevator & Handicap Accessibility	One wheelchair lift handicapped elevator accessing the first floor from the outside at the rear building entrance; there is no interior elevator.	
Interior Finish	The interior floor finish generally consists of carpet flooring, painted drywall and wood panel walls, lay-in panel ceilings with ceiling mounted fluorescent light fixtures.	
Parking	There is on-site parking in the rear of the building with 10 spaces; street parking is available which is typical for urban areas. Please refer to the aerial photographs on pages 24 and 25.	



View Looking North



View Looking West





View Looking South



View Looking East



Condition and Deferred  
Maintenance

The building improvements were constructed in 1965. The building appears to have been adequately maintained by MPS and it is assumed that it has been. Nonetheless that building is an older with items that could be considered deferred maintenance such as broken window seals, broken and water damaged ceiling tiles, old carpet and interior and exterior wall paint; however, these items are considered typical for the age of the property and are not considered deferred maintenance. No deduction has been made for deferred maintenance; rather, the overall age and condition of the building was considered in the age/condition adjustment within valuation analyses.

Functional Utility

The building is functional for use as an educational facility with adequate capital expenditures.

Occupancy Status

The property was vacant as of the appraisal date.

History of Ownership and  
Property Sales

According to USPAP, an appraiser must analyze all agreements of sale, options, and listings of the subject property current as of the effective date of the appraisal; and, analyze all sales of the subject property that occurred within the three years prior to the effective date of the appraisal. Based on our investigations, the subject property is not currently listed for sale, there are no pending options or agreements of sale associated with the property, and there have been no sales of the property in the past three years.

Identifying Land Description

An identifying land description is contained in Exhibit A. The property can best be identified by its address and tax parcel numbers as presented herein. The identifying land description is assumed to be correct; however, any identifying land description presented in this appraisal report is not and should not be construed as a complete and accurate legal description of the subject property; it should only be used along with the tax parcel number and property address to identify the subject property for appraisal purposes. We do not guarantee or warrant the completeness, correctness or accuracy of the legal description of the subject property as provided and it should not be used for ownership transfer involving the subject property. The appraiser assumes no responsibility for matters legal in character, nor renders any opinions as to the title, which is assumed to be good.

**Assessment and Taxes**

The property is owned by the City of Milwaukee and is exempt from assessment and real estate taxes.

**Zoning**

The subject property is zoned LB1, Local Business District, by the City of Milwaukee. A school is a permitted use under the LB1 zoning. However, it is assumed all necessary permits and approvals were secured and the building was constructed and complies with local zoning ordinances, building codes, and all other applicable regulations.

The existing improvements appear to represent a legally permitted use. However, it is likely that given the building's age, it is not in compliance with building codes and it is assumed that renovation will include bringing the building into code compliance.

The preceding description of the applicable subject zoning is a summary only and is not meant to be complete. The reader is strongly encouraged to obtain and read all applicable ordinances for complete zoning information. We make no guarantees or warranties pertaining to the zoning applicable to the subject property or to any of my interpretations of the zoning ordinance. Furthermore, we do not guarantee or warrant any zoning or building code compliance. If a user of this report has questions relating to the zoning or building codes as they pertain to the subject property, it is strongly recommended that any such user obtain professional zoning and/or building code consultation from a qualified person.

**Hazardous Materials**

A cursory review of public records indicated no other contamination issues and upon physical inspection, no indication "to the untrained eye" of any environmental hazards were apparent. We assume that there are no unresolved or unknown environmental problems within the boundaries of the subject property. However, an appraiser is not qualified to assess environmental issues and is not considered an expert in this field.

Substances such as asbestos, mold, lead paint, urea-formaldehyde foam insulation, other chemicals, toxic wastes, or other potentially hazardous materials could, if present, adversely affect the value of the property. Unless otherwise stated in this report, the existence of hazardous substances, which may or may not be present on or in the property, was not considered by the appraiser in the development of the conclusion of value. The stated value estimate is predicated on the assumption that there is no material on or in the property that would cause such a loss in value. No responsibility is assumed for any such conditions, and the client and any reader of this report is hereby advised that the appraiser is not qualified to detect such substances or develop the remediation cost.

Full compliance with applicable federal, state, and local environmental regulations and laws is assumed unless otherwise stated, defined, and considered in the report. It is also assumed that all required licenses, consents, or other legislative or administrative authority from any local, state, or national government or private entity organization either have been or can be obtained or renewed for any use which the report covers.

**Highest and Best Use**

## Legally Permissible

Legal restrictions involve the public restrictions of zoning and the private restrictions of easements. The property is zoned LB1 District and the permitted uses include a variety of residential, institutional and commercial uses. We know of no easements that adversely impact value. The subject school building appears to represent a permitted use under the zoning and is compatible with surrounding land uses. We know of no easements that adversely impact value. The property as improved appears to represent a legally permissible use.

## Physically Possible

Physical aspects of the site impose constraints on possible uses of the property. Size, shape, topography, soils and access are key determinants of physically possible uses. The parcel's size, shape and topography are conducive to development and access is adequate, convenient and suitable. Based on a review of the physical aspects of the site, a variety of uses are possible including the legally permissible uses. The physical layout of the building on the site is designed to provide adequate safety features and allows reasonable ingress and egress from the site and building. The building was constructed in 1965 and appears to have been adequately maintained by MPS and it is assumed that it has been. The remaining economic life is 15 to 20 years.

## Financially Feasible

As instructed by the client, this appraisal reflects the property being sold to an education operator without restriction; we have not researched and analyzed the financial feasibility of using the property for another use. The continued use of the property as an educational facility is financially feasible as evidenced by the sales of similar facilities that were purchased for continued educational use. These sales provide market evidence that there has been some market demand for older educational facilities, however, it has not been an overly-active market and there is a very thin pool of potential buyers that would be interested in purchasing a school property such as the subject.

Testing financial feasibility of the property as improved involves determining if the property as improved is more valuable than the underlying land parcel. That is, do the existing improvements add value to the land parcel or is it economically justifiable to demolish the improvements for redevelopment. The value of the property as improved exceeds the value of the underlying land. The existing improvements add value to the land parcel and no other alternative uses could economically justify demolition of the existing improvements.

The appraisal problem and scope of work did not warrant an intensive highest and best use study. Given the nature of the subject real estate, the conclusion of highest and best use was based on logic, observed evidence, and the valuation analyses as summarized within this appraisal report.

Most Productive Use

The most productive use of the property is to maximize its overall value given its legal, locational, physical and economic attributes. The maximally productive use of the subject property is as currently improved and for continued use as an educational facility.

Highest and Best Use

The highest and best use is the use that is legally permissible, physically possible and financially feasible and that generates the highest property value. The highest and best use of the subject property is as currently improved and for continued use as an educational facility.

**Overview of Valuation Procedures**

Cost Approach	In the Cost Approach, an estimate is made of the replacement cost new of the improvements. This amount is then adjusted to reflect depreciation resulting from physical deterioration, as well as functional and external obsolescence. The adjusted cost indication is then added to the estimated market value of the land resulting in an indication of value.
Sales Comparison Approach	In the Sales Comparison Approach, similar properties that have recently sold in the market area are analyzed and compared with the property being appraised. Adjustments are typically considered for differences in such factors as property rights conveyed; financing; conditions of sale; market conditions (date of sale); location; size; and, other physical characteristics. Analysis of comparable sales provides a range of unit prices within which the current real estate market is operating and within which the appraised property might be expected to sell.
Income Capitalization Approach	The Income Capitalization Approach involves forecasting the income and expenses of the subject property based on analysis of comparable rentals and market trends, and obtaining capitalization or discount rates from the market to convert the financial forecasts into value estimates.
Approaches Used	As discussed in the scope of work section of this report, only the Sales Comparison Approach has been used.

**Sales Comparison Approach**

## Introduction

In the Sales Comparison Approach to valuation, similar properties that have recently sold in the market area are analyzed and compared with the property being appraised. Adjustments are considered for such factors as property rights conveyed, financing, conditions of sale, market conditions (date of sale), location and physical characteristics of the property as compared to the subject property.

## Comparable Sales

The following key attributes were considered in selecting the most appropriate comparable sales to use in valuing the property:

Property Type – Owner-user school and day care buildings

Property Rights – Fee simple estate

Location – Metropolitan Milwaukee

Sale Date – 2013 to present, that is, sales that occurred under market conditions generally similar to current market conditions.

Building Size – 6,000 to 20,000 square feet of GBA

Condition/Age – Older buildings in generally similar observed condition.

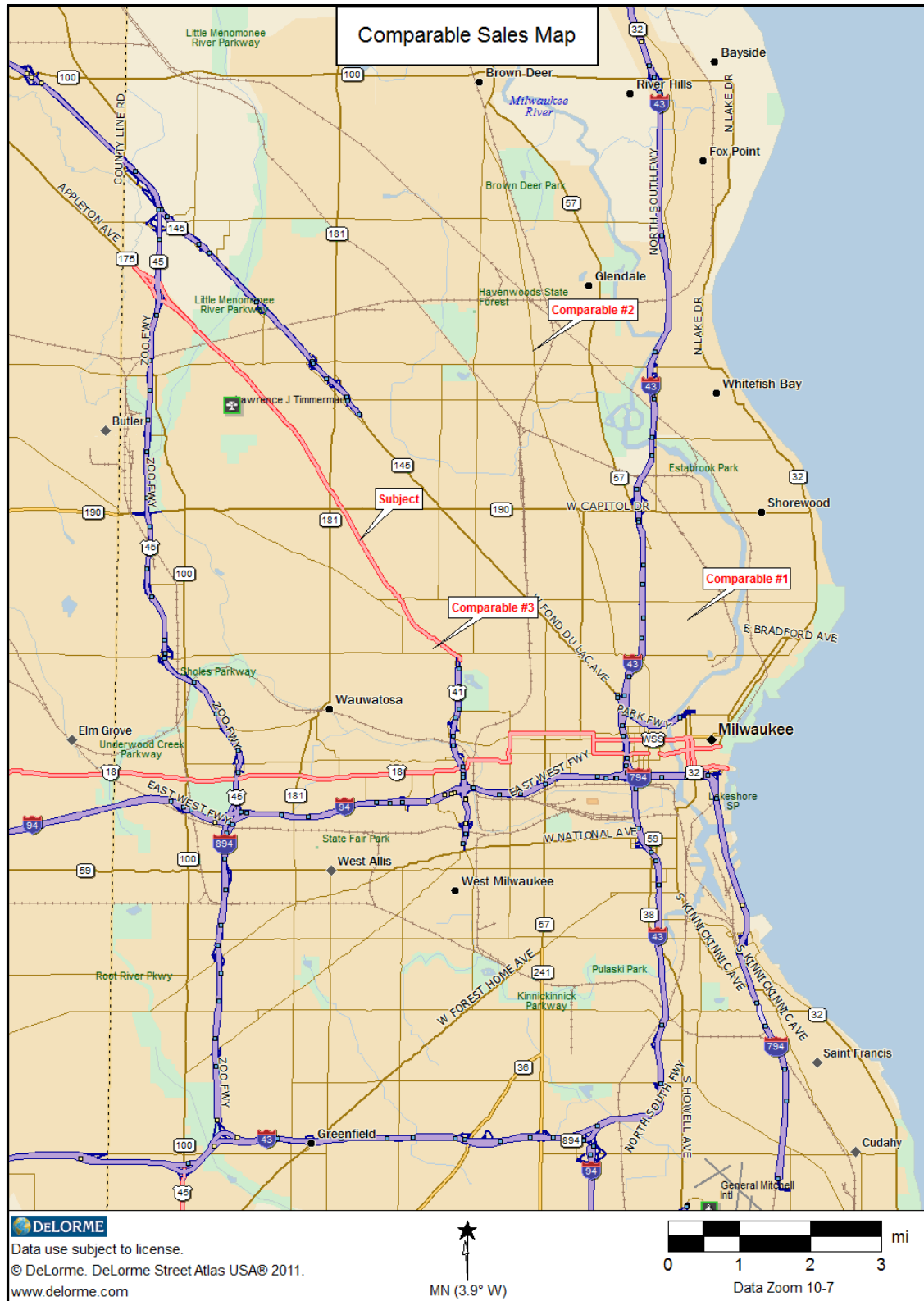
The subject property is unique in that former school buildings do not sell frequently. Based on the parameters outlined above, the comparable sales summarized on the following page were selected; a map showing their locations is presented on the subsequent page. These comparables are presented in detail in Exhibit B. In our opinion, these comparables are the best available and are reliable indicators of value for the subject property after appropriate comparative analysis considerations.



## Comparable Sales Summary

Comp.	Property Type/Name Address City	Sale Price Sale Date	GBA (Sq. Ft.) Price/Sq. Ft.	Year Built # Stories	Land Area Land-to-Building Ratio ("LBR")
Subject	Former Milwaukee School of Entrepreneurship 6914 W. Appleton Avenue Milwaukee	31-Oct-16	12,486 sq. ft.	1965 Two (Two Above Grade & Full Basement)	0.22 acres 0.8 LBR
1	St. Marcus Lutheran School 243 E. Center Street Milwaukee	\$460,100 Dec-14	16,800 sq. ft. \$27.39 /sq. ft.	1975 Two	1.16 acres 3.0 LBR
<div>Buyer: St. Marcus Lutheran School</div> <div>Seller: Centro Hispano Milwaukee</div>					
2	Unite Educational Facilities Solutions 5719 N. Teutonia Avenue Milwaukee	\$425,000 Sep-13	14,992 sq. ft. \$28.35 /sq. ft.	1951 One (One Above Grade & Full Basement)	1.38 acres 4.0 LBR
<div>Buyer: Unite Educational Facilities Solutions, Inc.</div> <div>Seller: Christ Memorial Evangelical Lutheran Church</div>					
3	52nd Street Day Care 2327 N. 52nd Street Milwaukee	\$135,000 Mar-16	6,000 sq. ft. \$22.50 /sq. ft.	1954 Two	0.79 acres 5.7 LBR
<div>Buyer: Imago Dei Inc.</div> <div>Seller: Pilgrim Congregational Church Milwaukee Inc</div>					

*Comparable 1* – This is the December 4, 2014 sale of a ±16,800 square foot school building located at the southwest corner of E. Center Street and N. Richards Street in the City of Milwaukee that sold for \$460,000, or \$27.39 per square foot of building area. The concrete block with brick exterior building is a two story school building with no basement that was constructed in 1975 and is in fair condition. The grantor in this transaction is Centro Hispano Milwaukee and the grantee in this transaction is St. Marcus Lutheran School.



*Comparable 2* — This is the September 9, 2013 sale of the former ±14,992 square foot Christ Memorial Evangelical Lutheran Church located on the west side of N. Teutonia Avenue, north of W. Silver Spring Drive in the City of Milwaukee. The wood frame with metal, brick and stucco exterior sold for \$425,000 or \$28.35 per square foot of building area. The building is one story with a full basement, which is included in the GBA, which was constructed in 1951; and is in fair condition.

*Comparable 3* – This is the March 8, 2016 sale of a ±6,000 square foot day care center located on the west side of N. 52<sup>nd</sup> Street, north of W. North Avenue in the City of Milwaukee. The concrete block with brick exterior building sold for \$135,000 or \$22.50 per square foot of building area. The two story building with no basement was constructed in 1954; and is in fair condition.

Unit of Comparison

The sale prices of the comparables were analyzed on a per square foot of GBA basis.

Valuation Discussion

Capital Expenditures/Deferred Maintenance – No adjustments were required for deferred maintenance.

Property Rights Conveyed – The comparable sales represented transfers of their fee simple estates; therefore, no sale price adjustments for ownership rights were required.

Financing Terms - No adjustments were required for financing.

Conditions of Sale – No adjustments were made to the sale price for conditions of sale.

Market Conditions (Time) – No adjustments were made for market conditions as the comparables sold between 2013 and 2016. In our opinion old school properties do not appreciate overtime like other types of real estate due to their older age and the thin buyer market that exists.

Locational & Physical Attributes – Each of the comparable sales was compared and contrasted to the subject property relative to the locational and physical attributes that drive value. The following are discussions of the characteristics of the comparables that differ from the subject property thereby necessitating adjustment. A summary of this analysis is presented in an adjustment grid format on page 39.

*Building Size* – On a per square foot basis, smaller properties cost more to construct than larger properties and typically sell for more per square foot as well. Likewise, larger properties cost less to construct and typically sell for less per square foot. Comparable 1 and Comparable 2 are similar to the subject's building size and no adjustments are warranted. Comparable 3 at  $\pm 6,000$  is smaller than the subject's  $\pm 12,486$  square feet. Comparable 3 is superior for this factor; a downward adjustment of -5% has been made.

*Overall Functional Utility* – Factors considered as part of overall functional utility include lower level, number of buildings, number of stories and building layout. The subject two story building has a full finished lower level that is included in the GBA. Comparables 1 and 3 are two-story buildings with no lower levels; Comparable 2 is a one story building with a full finished basement. Lower level area is less desirable and has lower contributory value than above grade space. The lower level finished area has a contributory value of 50% of above ground area. The adjustment calculations on the following page quantify the difference in lower level functional utility between the subject and comparables; the applicable adjustments are also shown.

Functional Utility Adjustment Calculations						
	GBA (Sq. Ft.)	% of Total GBA		Contributory Value		Functional Utility Factor
<u>Subject</u>						
Above Grade Building Area	8,508	68.1%	x	100%	=	68.1%
Below Grade Building Area, Finished	3,978	31.9%	x	50%	=	16.0%
	<u>12,486</u>	<u>100.0%</u>				<u>84.1%</u>
<u>Comparable 1</u>						
Above Grade Building Area	16,800	100.0%	x	100%	=	100.0%
Below Grade Building Area, Finished	0	0.0%	x	50%	=	0.0%
	<u>16,800</u>	<u>100%</u>				<u>100.0%</u>
				Indicated Adjustment <sup>(1)</sup>		-15.9%
				Rounded		-15%
<u>Comparable 2</u>						
Above Grade Building Area	7,496	50.0%	x	100%	=	50.0%
Below Grade Building Area, Finished	7,496	50.0%	x	50%	=	25.0%
	<u>14,992</u>	<u>100%</u>				<u>75.0%</u>
				Indicated Adjustment <sup>(1)</sup>		12.1%
				Rounded		10%
<u>Comparable 3</u>						
Above Grade Building Area	6,000	100.0%	x	100%	=	100.0%
Below Grade Building Area, Finished	0	0.0%	x	50%	=	0.0%
	<u>6,000</u>	<u>100%</u>				<u>100.0%</u>
				Indicated Adjustment <sup>(1)</sup>		-15.9%
				Rounded		-15%

*Land-to-Building Ratio* – The land-to-building ratio (“LBR”) of a property provides an indication of whether or not there is enough space for parking and whether or not there is surplus land for expansion. For school properties, it also suggests whether there is adequate outdoor playground area. The LBR is calculated by dividing a property’s land area in square feet by the property’s building square feet of GBA. The adjustments are summarized in the table below. The subject property has a relatively low LBR and the comparables are all superior. A partially offsetting factor is that the subject property is located across the alley from Dineen Park, a very large city park which provides outdoor activity area.

**Land to Building Ratio Summary**

<u>Subject/Comp</u>	<u>Land-to Building Ratio</u>	<u>Adjustment</u>
Subject	0.8	-
Comp 1	3.0	-5%
Comp 2	4.0	-10%
Comp 3	5.7	-15%
Notes: Land-to-Building Ratio (LBR) is land area ÷ building GBA		

#### Summary of Adjustments

The adjustments made to the sale prices per unit of the comparables are summarized in an adjustment grid presented on the following page.

## Sales Adjustment Grid

Subject Property:	Former Milwaukee School of Entrepreneurship
Address:	6914 W. Appleton Avenue
City, State:	Milwaukee, WI
Property Size (GBA):	12,486 Sq. Ft.

	1	2	3
Property Address	243 E. Center Street	5719 N. Teutonia Avenue	2327 N. 52nd Street
Municipality	Milwaukee	Milwaukee	Milwaukee
Sale Price	\$460,100	\$425,000	\$135,000
Deferred Maintenance	+ \$0	+ \$0	+ \$0
Adjusted Sale Price	\$460,100	\$425,000	\$135,000
\$/Sq.Ft.	\$27.39	\$28.35	\$22.50
Property Rights Conveyed			
Adjustment	\$0	\$0	\$0
Adjusted Sale Price	\$460,100	\$425,000	\$135,000
Financing Terms			
Adjustment	\$0	\$0	\$0
Adjusted Sale Price	\$460,100	\$425,000	\$135,000
Conditions of Sale			
Adjustment	\$0	\$0	\$0
Adjusted Sale Price	\$460,100	\$425,000	\$135,000
Market Conditions			
Appraisal Date	Oct-16	Oct-16	Oct-16
Comparable Sale Date	- Dec-14	- Sep-13	- Mar-16
Years Since Sale	1.91 years	3.14 years	0.65 years
Adj. Factor @ 0%	x 1.00	x 1.00	x 1.00
Adjusted Sales Price	\$460,100	\$425,000	\$135,000
Unit of Comparison (Sq. Ft.)	÷ 16,800	÷ 14,992	÷ 6,000
Adjusted Price/Sq. Ft.	\$27.39 / sq. ft.	\$28.35 / sq. ft.	\$22.50 / sq. ft.
<u>Locational &amp; Physical Comparison</u>			
Overall Location	Comparable	Comparable	Comparable
Access/Visibility	Comparable	Comparable	Comparable
Building Age/Condition	Comparable	Comparable	Comparable
Building Size	Comparable	Comparable	Superior -5%
Construction Type	Comparable	Comparable	Comparable
Functional Utility - Overall	Superior -15%	Inferior 10%	Superior -15%
Land-to-Building Ratio	Superior -5%	Superior -10%	Superior -15%
Adjusted Price/Sq. Ft.	\$21.91 / sq. ft.	\$28.35 / sq. ft.	\$14.63 / sq. ft.

## Indicated Value

Because of the nature of the adjustments, the adjusted unit price for each sale is not to be interpreted as the value of the subject, but part of a range within which the subject's value is expected to fall. The comparable sales have adjusted sale prices per square foot ranging from \$14.63 to \$28.35; the average and median adjusted per square foot prices are \$21.63 and \$21.91, respectively. The indicated value range is wider than we would like to see but reflects the imperfect nature of the real estate market and the appraisal adjustment analysis process.

Comparables 1 and 2 are sales of education operator school buildings located in the City of Milwaukee and provide good market evidence for the value of the subject property after appropriate adjustments are made. Comparable 3 is a sale of a day care facility also located in the City of Milwaukee. The comparables are generally similar from a physical standpoint and were adjusted for their differences versus the subject property. The sales occurred since 2013 under market conditions generally similar to the market conditions as of the appraisal date. However, the indicated per square foot value of Comparable 3 is significantly below that from the other comparables and the reason is unexplained. As a result, less consideration was given to the indicated value from Comparable 3.

It is our opinion that the most probable sales price for the property is reasonably represented at \$20.00 per square foot of building area for a total value calculated as shown below:

Value Conclusion		
Concluded Value per Sq. Ft.		\$20.00 /sq. ft.
Subject Property Building Area	x	12,486 sq. ft.
Market Value		\$249,720
	Rounded	\$250,000



**Correlation & Conclusion**

In the reconciliation of the three approaches to value, the quantity and quality of the data under each approach was considered as was the advantages and/or disadvantages of each approach and the relevance of each to the subject property and appraisal problem.

The Sales Comparison Approach is the most applicable approach to arriving at an indicated value of the subject property and was the only approach to value used in this appraisal. The Sales Comparison Approach utilized comparable fee simple (i.e. owner-user) sales of education operator school and day care buildings which represent theoretical acquisition alternatives, an analysis of which should provide a reliable indication of value. Recent sales located in the subject's market area were analyzed, compared and contrasted to the subject property. These comparables are the best available sales to use in this valuation analysis. Adjustments to the sales were reasonable and were substantiated with market evidence and logical rationale. The concluded value by the Sales Comparison Approach was considered credible and reliable.

It is our opinion that the market value of the fee simple estate in the property as of October 31, 2016, under the extraordinary assumptions as stated herein, is:

Two Hundred Fifty Thousand Dollars  
\$250,000

As instructed by the client, this appraisal reflects the property being sold to an education operator without restriction; we have not researched and analyzed the financial feasibility of using the property for another use.

## EXHIBIT A

### Subject Photographs and Property Information

#### Subject Photographs (10/31/2016) Exterior



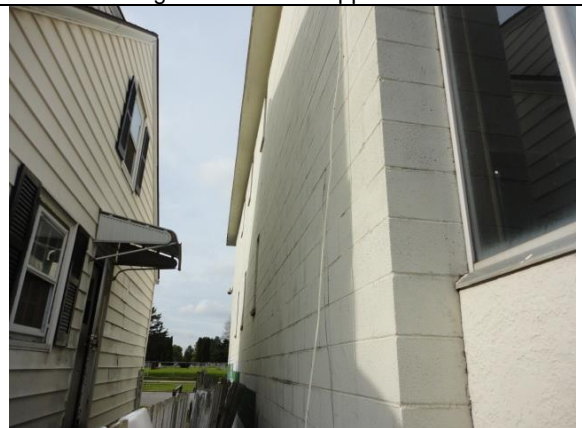
Looking easterly from W. Appleton Avenue



Looking north from W. Appleton Avenue



Looking westerly from rear alley entrance



Looking westerly at south side of building



Looking westerly at north side of building



Looking easterly at rear parking area/entrance

**Subject Photographs (10/31/2016)**  
**Interior**



Classroom area



Classroom area



Classroom area



Classroom area



Classroom area



Restroom





## Former Milwaukee School of Entrepreneurship 6914 West Appleton Avenue Dineen Park Neighborhood



### Brick office building constructed in 1965.

- 10,649 SF with 5 classrooms
- 9,600 SF lot / Zoned LB1
- Rear wheelchair lift to first floor
- Floor plans, site plan and other property information will be available at: <http://city.milwaukee.gov/Surplus-School-Properties.htm>

### DEVELOPMENT REQUIREMENTS

- Property may be sold to an Education Operator only under Wis. Stats. 119.61(1)(a).
- Buyer must obtain occupancy certificate for school use and occupy property for school use within 24 months after the date of sale closing.

**SHOWINGS** Reach out to the point of contact listed below to attend a scheduled open house.

**SUBMITTAL** Buyer must submit a Letter of Interest (LOI) to the Milwaukee City Clerk, 200 E. Wells St., Milwaukee, WI 53202.

**LOI is due by 4:30 pm Thursday, February 25, 2016. LOI must include the following information:**

- 1) Name and address of the property
- 2) Legal name of the entity submitting the ROI
- 3) Mailing address, email address, and telephone number of the entity submitting the LOI
- 4) Category under which submitting party qualifies as an education operator
- 5) Documentation verifying the party's status as an education operator

Verified education operators will be required to submit additional information following acceptance of the LOI, including an offer to purchase and proof of financial capability to buy the property and make necessary renovations to achieve an occupancy certificate for school use.

### REVIEW & APPROVAL CRITERIA AND PROCESS:

- Offer acceptance subject to approval by the Common Council.
- Offers may require additional approval by members of a committee if multiple proposals are received.
- Buyer must be an Education Operator per s. 119.61.
- Buyer must demonstrate financial ability and capacity to complete the project proposed.
- Closing contingent on proof of financing for the purchase and any improvements proposed for the building.
- Purchase & Sale Agreement to be executed prior to closing to outline performance obligations and timely rehabilitation.
- Conveyance will include a reversionary clause permitting the Common Council to recapture a building that remains unoccupied 24 months after the date of closing due to a failure of the purchaser to complete proposed improvements.

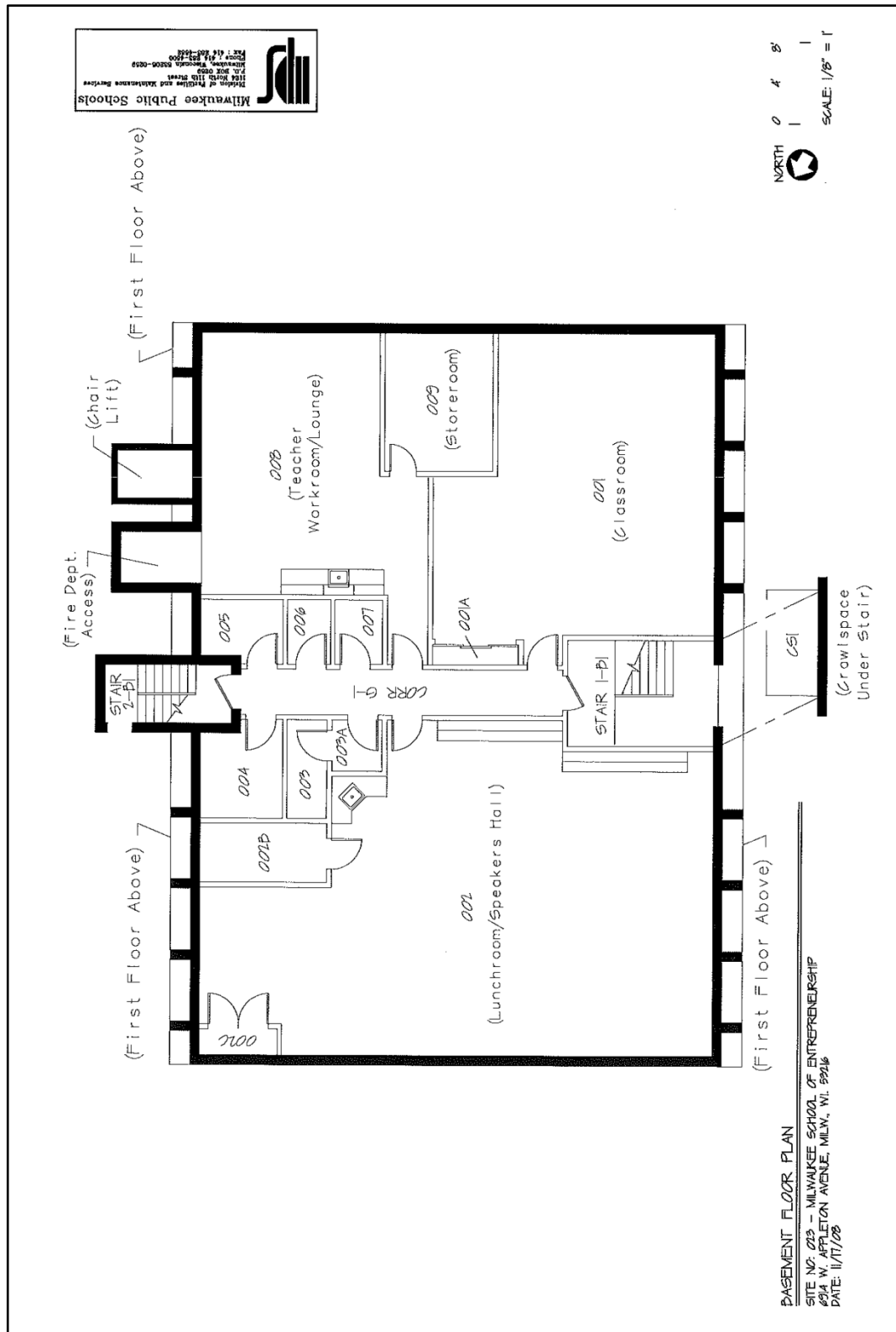
Contact: Rhonda Szallai, DCD-Real Estate, 809 North Broadway, Milwaukee, WI 53202-3617 or [rszallai@milwaukee.gov](mailto:rszallai@milwaukee.gov)

Please Note: No brokerage fee will be paid by the City of Milwaukee

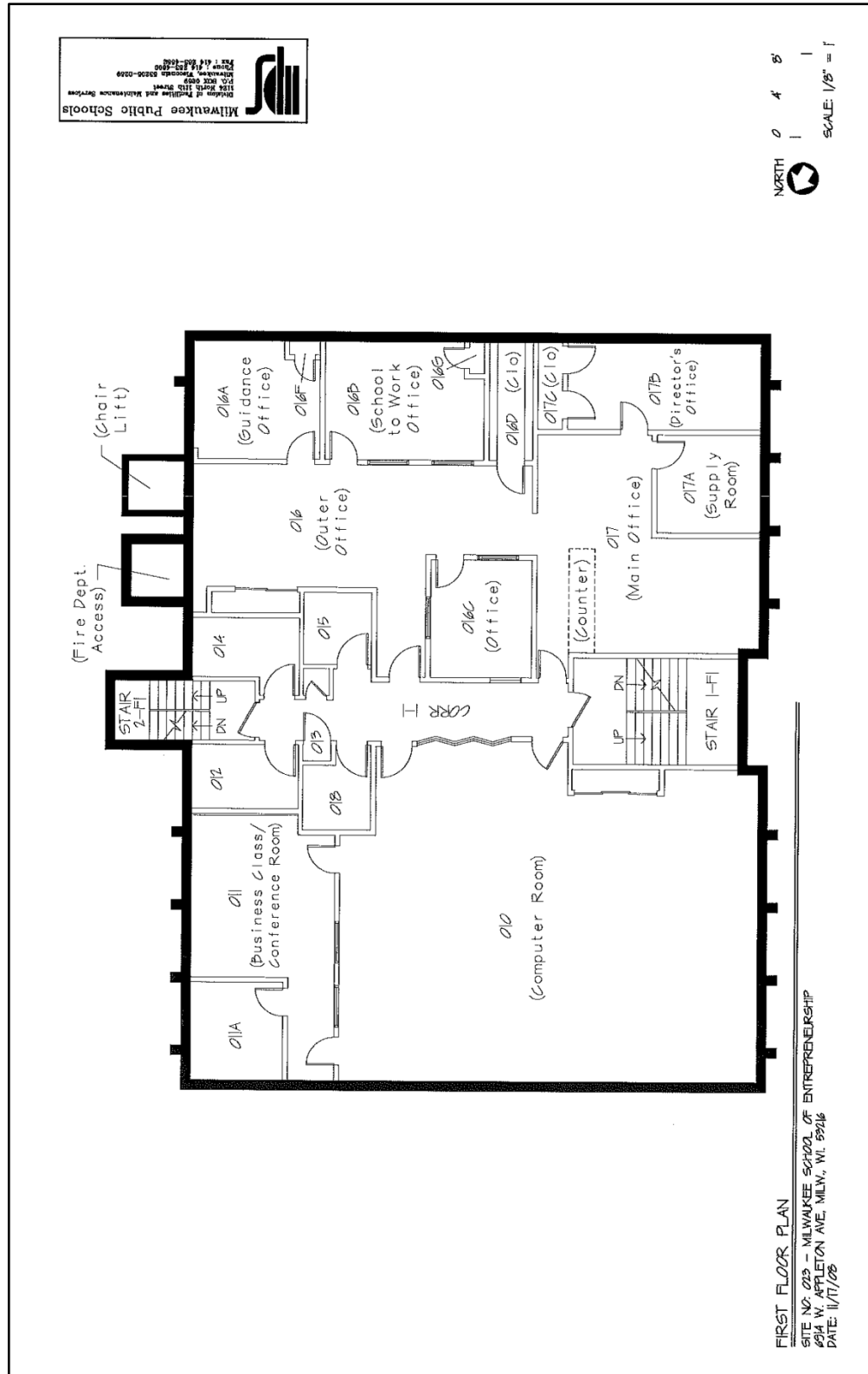
No warranty or representation, express or implied, is made as to the accuracy of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any specific listing conditions, imposed by our principals.

DATE: JANUARY 2016

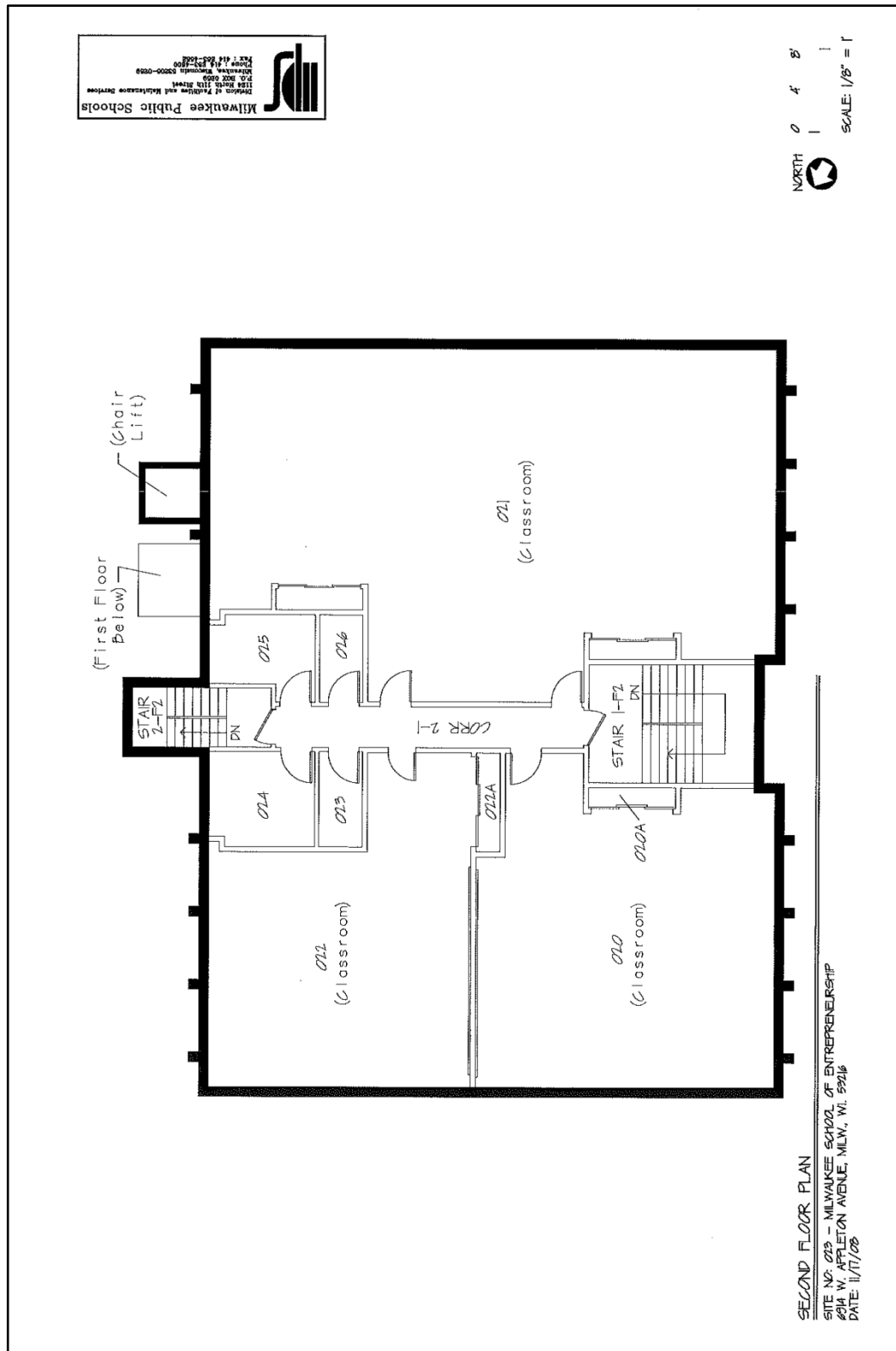
## Basement Floor Plan



First Floor Plan



Second Floor Plan



## Tax Info & Legal Description

**2015 CITY OF MILWAUKEE COMBINED PROPERTY TAX BILL**

ACCOUNT TYPE: REAL ESTATE  
TAX KEY/ACCOUNT NO: 264-0426-5  
LOCATION OF PROPERTY: 6914 W APPLETON AV  
LEGAL DESCRIPTION: PLAT PAGE 264-04 NEIGHBORHOOD 6226  
CAPITOL MANOR NO 3 IN NW 1/4 OF SEC 10-7-21  
LOTS 19 + 20 IN BLOCK 16

MILW BOARD OF SCHOOL DIR  
C/O CITY OF MILW  
GRANTEE-IN-TRU  
5525 W VLIET ST  
MILWAUKEE WI

Spencer Coggs

CITY TREASURER

CITY HALL, ROOM 103

200 EAST WELLS STREET

MILWAUKEE, WISCONSIN 53202

TELEPHONE: (414) 286-2240

TDD: (414) 286-2025

FAX: (414) 286-3186

[www.milwaukee.gov/treasurer](http://www.milwaukee.gov/treasurer)

*When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account, or to process the payment as a check transaction.*

Class	Assessment-Land	Assmt.-Improvements	Total Assessment	Detail of Special Assessments and Other Charges		
EXM				TOTAL		
Avg. Assmt. Ratio	Est. Fair Mkt-Land	Est. Fair Mkt.- Improvements	Total Est. Fair Market			
0.9679						
School taxes reduced by school levy tax credit						
Tax Levy		2014 Est. State Aids	2015 Est. State Aids	2014 Net Tax	2015 Net Tax	% Change
State of Wis.				0.00	0.00	
Sewerage Dist.				0.00	0.00	
Public Schools		642,426,030	642,984,466	0.00	0.00	
Tech. College		6,509,685	27,019,275	0.00	0.00	
County Govt.		24,604,984	24,421,741	0.00	0.00	
City Govt.		251,243,160	251,344,009	0.00	0.00	
Total		924,783,859	945,769,491		0.00	
First Dollar Credit				0.00	0.00	
Lottery and Gaming Credit				0.00	0.00	
Net Property Tax					0.00	
Special Assessments and Charges					0.00	
WARNING: If the first installment payment is not paid by the due date, the installment option is lost. The total tax becomes delinquent and is subject to interest and penalty charges.				TOTAL DUE		
Monthly Installment Payment Due: February through July 2016			Net Assessed Value Rate Before Credits	FULL PAYMENT DUE ON OR BEFORE JAN. 31, 2016		
Monthly Installment Payment Due: August, September, and October 2016			29.357	FIRST INSTALLMENT PAYMENT DUE ON OR BEFORE JAN. 31, 2016		

**2015 CITY OF MILWAUKEE COMBINED PROPERTY TAX PAYMENT COUPON**

ACCOUNT TYPE: REAL ESTATE TAX KEY/ACCOUNT NO: 264-0426-5  
LOCATION OF PROPERTY: 6914 W APPLETON AV

\_\_\_\_ CHECK FOR ADDRESS CHANGE  
PAID UNDER PROTEST

MILW BOARD OF SCHOOL DIR  
C/O CITY OF MILW  
GRANTEE-IN-TRU  
5525 W VLIET ST  
MILWAUKEE WI

Make Check Payable and Mail to:  
**CITY OF MILWAUKEE**  
OFFICE OF THE CITY TREASURER  
P O BOX 78776  
MILWAUKEE, WI 53278-0776

FULL PAYMENT  
DUE 01/31/2016

1ST INSTALLMENT  
DUE 01/31/2016

PLEASE WRITE IN AMOUNT ENCLOSED

\$

**M**

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**EXHIBIT B****Comparable Sales Information****Improved Sale No. 1****Property Identification**

<b>Record ID</b>	2342
<b>Property Type</b>	School/Church
<b>Property Name</b>	St. Marcus Lutheran School
<b>Address</b>	243 E. Center Street, Milwaukee, Milwaukee County, Wisconsin
<b>Location</b>	SWC of E. Center Street & N. Richards Street
<b>Tax ID</b>	322-0431-000-8

**Sale Data**

<b>Grantor</b>	Centro Hispano Milwaukee
<b>Grantee</b>	St. Marcus Lutheran School
<b>Sale Date</b>	December 04, 2014
<b>Deed Book/Page</b>	10417273
<b>Property Rights</b>	Fee simple
<b>Conditions of Sale</b>	Arm's length
<b>Financing</b>	Cash to seller

<b>Sale Price</b>	\$460,100
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**Land Data**

<b>Land Size</b>	1.156 Acres or 50,373 SF
<b>Zoning</b>	RT-4
<b>Topography</b>	Generally level
<b>Utilities</b>	All to site
<b>Shape</b>	Rectangular
<b>Flood Info</b>	Not in floodplain

**General Physical Data**

<b>Building Type</b>	Single Tenant
<b>GBA SF</b>	16,800

<b>Area Breakdown</b>	1st floor	8,400
	2nd floor	8,400

<b>Construction Type</b>	Concrete block w/ brick exterior
<b>Stories</b>	2
<b>Year Built</b>	1975

**Indicators**

<b>Sale Price/GBA SF</b>	\$27.39
<b>Floor Area Ratio</b>	0.33
<b>Land to Building Ratio</b>	3:1

**Improved Sale No. 1 (Cont.)****Remarks**

This is the December 4, 2014 sale of a ±16,800 square foot school building located at the southwest corner of E. Center Street and N. Richards Street in the City of Milwaukee that sold for \$460,000, or \$27.39 per square foot of building area. The concrete block with brick exterior building is a two story school building with no basement that was constructed in 1975 and is in fair condition. The grantor in this transaction is Centro Hispano Milwaukee and the grantee in this transaction is St. Marcus Lutheran School.



**Improved Sale No. 2****Property Identification**

<b>Record ID</b>	2343
<b>Property Type</b>	School/Church
<b>Property Name</b>	Unite Educational Facilities Solutions
<b>Address</b>	5719 N. Teutonia Avenue, Milwaukee, Milwaukee County, Wisconsin
<b>Location</b>	West side of N. Teutonia Avenue, North of W. Silver Spring Drive
<b>Tax ID</b>	170-0601-000-8

**Sale Data**

<b>Grantor</b>	Christ Memorial Evangelical Lutheran Church
<b>Grantee</b>	Unite Educational Facilities Solutions, Inc.
<b>Sale Date</b>	September 09, 2013
<b>Deed Book/Page</b>	10294364
<b>Property Rights</b>	Fee simple
<b>Conditions of Sale</b>	Arm's length
<b>Financing</b>	Cash to seller
<b>Sale Price</b>	\$425,000

**Land Data**

<b>Land Size</b>	1.379 Acres or 60,052 SF
<b>Zoning</b>	RS-6
<b>Topography</b>	Generally level
<b>Utilities</b>	All to site
<b>Shape</b>	Rectangular
<b>Flood Info</b>	Not in floodplain

**General Physical Data**

<b>Building Type</b>	Single Tenant
<b>GBA SF</b>	14,992
<b>Area Breakdown</b>	1st Floor 7,496 Basement 7,496
<b>Construction Type</b>	Wood frame w/ metal, brick & stucco exterior
<b>Stories</b>	1
<b>Year Built</b>	1954

**Indicators**

<b>Sale Price/GBA SF</b>	\$28.35
<b>Floor Area Ratio</b>	0.25
<b>Land to Building Ratio</b>	4.01:1

**Improved Sale No. 2 (Cont.)****Remarks**

This is the September 9, 2013 sale of the former ±14,992 square foot Christ Memorial Evangelical Lutheran Church located on the west side of N. Teutonia Avenue, north of W. Silver Spring Drive in the City of Milwaukee. The wood frame with metal, brick and stucco exterior sold for \$425,000 or \$28.35 per square foot of building area. The building is one story with a full basement, which is included in the GBA, which was constructed in 1951; and is in fair condition.



**Improved Sale No. 3****Property Identification**

<b>Record ID</b>	2344
<b>Property Type</b>	Daycare
<b>Property Name</b>	52nd Street Day Care
<b>Address</b>	2327 N. 52nd Street, Milwaukee, Milwaukee County, Wisconsin
<b>Location</b>	West side of N. 52nd Street, north of W. North Avenue
<b>Tax ID</b>	329-1307-100-9

**Sale Data**

<b>Grantor</b>	Pilgrim Congregational Church Milwaukee Inc
<b>Grantee</b>	Imago Dei Inc
<b>Sale Date</b>	March 08, 2016
<b>Deed Book/Page</b>	10545865
<b>Property Rights</b>	Fee simple
<b>Conditions of Sale</b>	Arm's length
<b>Financing</b>	Cash to seller

<b>Sale Price</b>	\$135,000
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**Land Data**

<b>Land Size</b>	0.790 Acres or 34,412 SF
<b>Zoning</b>	RM-5
<b>Topography</b>	Generally level
<b>Utilities</b>	All to site
<b>Shape</b>	Irregular Polygon
<b>Flood Info</b>	Not in floodplain

**General Physical Data**

<b>Building Type</b>	Single Tenant
<b>GBA SF</b>	6,000
<b>Construction Type</b>	Concrete block w/ brick exterior
<b>Stories</b>	2
<b>Year Built</b>	1954

**Indicators**

<b>Sale Price/GBA SF</b>	\$22.50
<b>Floor Area Ratio</b>	0.17
<b>Land to Building Ratio</b>	5.74:1

**Improved Sale No. 3 (Cont.)****Remarks**

This is the March 8, 2016 sale of a  $\pm 6,000$  square foot day care center located on the west side of N. 52nd Street, north of W. North Avenue in the City of Milwaukee. The concrete block with brick exterior building sold for \$135,000 or \$22.50 per square foot of building area. The two story building with no basement was constructed in 1954; and is in fair condition.



## **EXHIBIT C**

### **Assumptions and Limiting Conditions**

No responsibility is assumed for matters legal in nature. No investigation has been made of the title to or any liabilities against the property appraised. The appraisal presumes, unless otherwise noted, that the owner's claim is valid, the property rights are good and marketable, and there are no encumbrances which cannot be cleared through normal processes. The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.

Unless otherwise specifically noted within the appraisal report, it is assumed that title to the property appraised is clear and marketable and that there are no recorded or unrecorded matters or exceptions that would adversely affect marketability or value. We are not aware of any title defects nor have we been advised of any unless such is specifically noted in the report. We, however, have not examined title and make no representations relative to the condition thereof. Documents dealing with liens, encumbrances, easements, deed restrictions, clouds and other conditions that may affect the quality of title have not been reviewed. Insurance against financial loss resulting in claims that may arise out of defects in the subject property's title should be sought from a qualified title company that issues or insures title to real property.

It is assumed that all applicable zoning and use regulations and restrictions have been complied with unless a nonconformity has been stated, defined, and considered in the appraisal report. Further, it is assumed that the utilization of the land and improvements is within the boundaries of the property described and that no encroachment or trespass exists unless noted in the report. It is assumed that the property is in full compliance with all applicable federal, state, and local environmental regulations and laws unless the lack of compliance is stated, described, and considered in the appraisal report.

To the best of our knowledge, all data set forth in this report are true and accurate. Although gathered from reliable sources, no guarantee is made nor liability assumed for the accuracy of any data, opinions, or estimates identified as being furnished by others which have been used in formulating this analysis.

Land areas and descriptions used in this appraisal were either obtained from public records or furnished by the client and have not been verified by legal counsel or a licensed surveyor. The land description is included for identification purposes only and should not be used in a conveyance or other legal document without proper verification by an attorney. Although the material was prepared using the best available data, it should not be considered as a survey or scaled for size. All engineering studies are assumed to be correct. The plot and site plans and other illustrative material in this report are included only to help the reader visualize the property and they should not be scaled for size. Any survey or right-of-way plat sheet included was provided by the client and assumed accurate. Except as specifically stated, data relative to size or area of the subject and comparable properties has been obtained from sources deemed accurate and reliable.



**Assumptions and Limiting Conditions, Continued**

We have made a physical inspection of the property and noted any readily visibly apparent physical defects, if any, in our report. This inspection was made by individuals generally familiar with real estate and building construction; however, these individuals are not architectural or structural engineers who would have detailed knowledge of building design and structural integrity. Accordingly, we do not opine on, nor are we responsible for, the structural integrity of the property including its conformity to specific governmental code requirements, such as fire, building and safety, earthquake, and occupancy, or any physical defects that might exist. Unless otherwise specifically noted in the body of this report, it is assumed: that the existing improvements on the property appraised are structurally sound, seismically safe and code conforming; that all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; that the roof and exterior are in good condition and free from intrusion by the elements; that the property has been engineered in such a manner that the improvements conform to all applicable local, state, and federal building codes and ordinances. We are not engineers and are not competent to judge matters of an engineering nature. We have not retained independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, make no representations relative to the condition of improvements. Unless otherwise specifically noted in the body of the report, no problems were brought to our attention by ownership or management. Structural problems and/or building system problems may not be visually detectable. If engineering consultants retained should report negative factors of a material nature, or if such are later discovered, such information could have a substantial negative impact on the conclusions reported in this appraisal. Accordingly, if negative findings are reported by engineering consultants, we reserve the right to amend the appraisal conclusions reported herein.

The Americans with Disabilities Act ("ADA") became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect on the value of the property. We have not considered the possible noncompliance with the requirements of ADA in estimating the value of the property.



**Assumptions and Limiting Conditions, Continued**

No soil analysis or geological studies were ordered or made in conjunction with this appraisal, nor were any water, oil, gas, coal, or other subsurface mineral and use rights or conditions investigated. Unless otherwise noted in the body of the report, it is assumed that there are no mineral deposits or subsurface rights of value involved in this appraisal, whether they are gas, liquid, or solid. Nor are the rights associated with extraction or exploration of such elements considered unless otherwise stated in this appraisal report. Unless otherwise stated, it is also assumed that there are no air or development rights of value that may be transferred. It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render it more or less valuable. No responsibility is assumed for such conditions or for obtaining the engineering studies that may be required to discover them.

Any opinions of value provided in the report apply to the entire property, and any proration or division of the total into fractional interests will invalidate the opinion of value, unless such proration or division of interests has been set forth in the report.

The forecasts, projections, or operating estimates contained herein are based on current market conditions, anticipated short-term supply and demand factors, and projected stable economic conditions. These forecasts are, therefore, subject to changes with future conditions. Any cash flows included in the analysis are forecasts of estimated future operating characteristics and are predicated on the information and assumptions contained within the report. Any projections of income, expenses and economic conditions utilized in this report are not predictions of the future; rather, they are estimates of current market expectations of future income and expenses. The achievements of the financial forecasts are subject to fluctuating economic conditions and are dependent upon other projected future occurrences that obviously cannot be assured. Actual results will likely occur from the projections made herein and we cannot and do not warrant that these forecasts will occur. Projections may be affected by circumstances beyond the current realm of our knowledge or control.

Unless otherwise noted in the body of this report, it is assumed that no changes in the present zoning ordinances or regulations governing use, density, or shape have been considered. The property is appraised assuming that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be obtained or renewed for any use for which the value estimates contained in this report is based, unless otherwise stated.

Testimony or attendance in court or at any other hearing is not required by reason of this appraisal unless arrangements are made within a reasonable time in advance for such testimony, and then such testimony shall be at the prevailing per diem for the individuals involved.

The date of value to which the conclusions and opinions expressed apply is set forth in this report. Unless otherwise noted, this date represents the last date of our physical inspection of the property. The value opinion herein rendered is based on the status of the national business economy and the purchasing power of the U.S. dollar as of that date.

**EXHIBIT D**  
**Appraisal Certification**

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and no personal interest or bias with respect to the parties involved.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- I have performed no services as an appraiser or in any other capacity regarding the property that is subject of this report within the three-year period immediately preceding acceptance of this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have made a personal inspection of the property that is the subject of this report.
- Jacob L. Nicholson provided significant professional assistance to the person signing this certification by providing market research, valuation analyses and report writing.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the requirements under the continuing education program of the Appraisal Institute.



Lawrence R. Nicholson, MAI  
Wisconsin Certified General Appraiser (#116)

**Appraisal Certification**

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and no personal interest or bias with respect to the parties involved.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- I have performed no services as an appraiser or in any other capacity regarding the property that is subject of this report within the three-year period immediately preceding acceptance of this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
- I have made a personal inspection of the property that is the subject of this report.
- Lawrence R. Nicholson, MAI provided significant professional assistance to the person signing this certification by providing valuation analyses, review and report writing.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.



Jacob L. Nicholson

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**EXHIBIT E**  
**Professional Qualifications**

***Lawrence R. Nicholson, MAI***

**Experience**

Owner of The Nicholson Group LLC, a Milwaukee-based real estate valuation and consulting firm dedicated to providing reliable and well documented valuations, feasibility and market studies, litigation support and other consulting services in a personal and timely manner. Mr. Nicholson has over 30-years of real estate valuation and consulting experience. Mr. Nicholson has been an MAI since 1989 and a Certified General Appraiser in the State of Wisconsin since 1991. He also was a Counselor of Real Estate ("CRE") from 2000 through 2008.

Mr. Nicholson has extensive experience with a variety of property types including office buildings, shopping centers, apartment complexes, golf courses, waterparks, marinas, hotels, business/industrial parks, developmental land, self-storage facilities, and light and heavy industrial facilities. Mr. Nicholson is an expert in condemnation-related appraisals as well as in partial interest valuation. Mr. Nicholson has been appointed by the Governor to the Real Estate Appraisers Board for the State of Wisconsin within the Department of Safety and Professional Services. Mr. Nicholson has taught the Valuation of Real Estate course (Real Estate 415) at the University of Wisconsin-Madison School of Business. Mr. Nicholson is also an approved instructor of real estate appraisal principles and procedures in the State of Wisconsin. He also frequently participates as a speaker in numerous conferences, seminars and symposiums. Mr. Nicholson has a Bachelor of Business Administration degree (real estate and finance) and a Master of Science degree in Real Estate Appraisal and Investment Analysis from the University of Wisconsin – Madison.

Prior to forming The Nicholson Group in 1993, Mr. Nicholson was National Managing Director of the Real Estate Advisory Group (REAG) of American Appraisal Associates. As an operating unit of the world's largest independent valuation consulting firm, REAG specialized in providing appraisal, consulting, and market research services nationwide.

**Academics**

University of Wisconsin - Madison

Master of Science - Real Estate Appraisal & Investment Analysis (1981)

Bachelor of Business Administration - Finance & Urban Land Economics (1979)

Appraisal Institute

Numerous real estate appraisal courses

American Society of Appraisers

Business Valuation 201

Business Valuation 202

Business Valuation 203

**Lawrence R. Nicholson, MAI**  
**Professional Qualifications, continued**

**Court Experience** Mr. Nicholson has provided expert testimony concerning the market value of real estate and partial interests.

**Professional Affiliations**

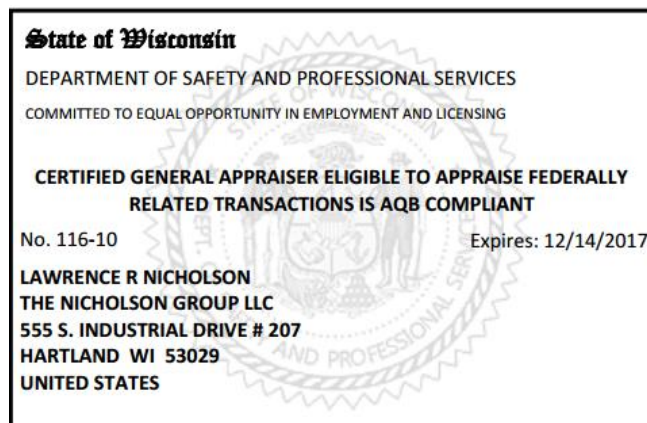
Appraisal Institute, MAI Designation #8077 (1989)  
 Board of Directors, Wisconsin Chapter (2006 - 2009)  
 Ethics Administration Division - Assistant Regional Member  
 Admissions Committee (former)  
 Board of Directors, Badger Chapter (former)  
 Chairperson - Public Relations Committee (former)  
 Nonresidential Appraisal Reports Grader (former)

State of Wisconsin Department of Safety and Professional Services  
 Real Estate Appraisers Board, State of Wisconsin (5/1/2010 - )  
 • Chairman (2014 - )  
 • Member (2010 - 2014)  
 Real Estate Appraisers Application Advisory Committee  
 • Chairman (2013 - 2014)  
 • Member (2006 - 2010)

State Certification  
 Wisconsin Certified General Appraiser #116 (1991)

Commercial Association of Realtors Wisconsin  
 Board of Directors (2001-2004)

University of Wisconsin-Madison  
 Lecturer, Real Estate 415, Valuation of Real Estate (2008 - 2009)



**Jacob L. Nicholson**  
*The Nicholson Group LLC*

**Experience**

An appraiser with The Nicholson Group LLC, a Milwaukee-based real estate valuation and consulting firm dedicated to providing reliable and well documented valuations, feasibility and market studies, litigation support and other consulting services in a personal and timely manner. Mr. Nicholson joined The Nicholson Group LLC in 2012.

Prior to joining the Nicholson Group, Mr. Nicholson studied Finance and Real Estate at The University of Wisconsin-Milwaukee. Mr. Nicholson is knowledgeable about many aspects of the real estate industry, including property management, zoning, land use, and particularly property valuation. In addition, his concentrated research on properties in both the Milwaukee and Madison metro area have afforded him a quality understanding of numerous real estate markets in Southern Wisconsin.

Mr. Nicholson has significant valuation experience with various property types, including developmental land, business/industrial parks, apartment complexes, office buildings, retail buildings, convenient stores, shopping centers, and light and heavy industrial facilities. Mr. Nicholson also has experience in condemnation-related appraisals and has worked on assignments for many well-known and respected real estate industry participants. He is an expert on the real estate markets of southeastern Wisconsin. He resides in Oconomowoc, Wisconsin with his fiancée Jackie and enjoys supporting local sports teams and outdoor activities, particularly fishing, hunting, hiking and boating.

**Academic  
Background**

The University of Wisconsin-Milwaukee  
Bachelor of Business Administration  
Finance with a specialty in Real Estate

**Real Estate  
Courses Taken**

Introduction to Real Estate Markets  
Real Estate Finance  
Valuation of Real Estate  
Real Estate Law  
Property Development / Management

**Professional  
Affiliations**

Practicing Affiliate Member of Appraisal Institute

**Appraisal Institute  
Courses Taken**

15-Hour National USPAP  
Business Practices and Ethics  
Basic Appraisal Principles  
Basic Appraisal Procedures  
Site Valuation & Cost Approach  
Finance, Statistics, and Valuation Modeling  
Sales Comparison Approach  
General Appraiser Income Approach Part 1  
General Appraiser Income Approach Part 2

## Firm Overview

**The Nicholson Group** is a Milwaukee-based real estate valuation firm established in 1993 and has become one of the pre-eminent valuation consulting firms in Wisconsin. The Nicholson Group provides real estate appraisal services to a variety of clients including financial institutions, law firms, corporations, real estate operating companies, insurance companies and governmental bodies. We provide complete support from initial consultation through providing our **independent and unbiased** opinions in narrative reports and if requested, expert testimony. We pride ourselves in our ability to provide quality-oriented services with high established levels of **integrity, trust and client commitment**.

The Nicholson Group is dedicated to providing reliable, well documented appraisals, market studies, review appraisals, expert testimony and litigation support services in a personal and timely manner. Our services are provided to the highest possible standards including complying with: the Uniform Standards of Professional Appraisal Practice ("USPAP"); and, the Standards of Professional Appraisal Practice and Code of Professional Ethics of the Appraisal Institute.

We are very experienced and proficient with many types of properties including industrial, office, shopping centers, apartments and land. Appraisers within the firm have particular specialties in the valuation of hotels, golf courses, waterparks and marinas as well as being recognized for expertise with senior-oriented enterprises such as skilled nursing facilities, CBRFs, assisted living facilities and RCACs. We are proficient in the use of Argus® software which is the appraisal industry standard for lease-by-lease discounted cash flow analysis.

Our firm is characterized by valuation **knowledge and experience, credibility, objectivity** and **client commitment** that have earned us high levels of respect throughout the real estate community.

**Integrity matters** at The Nicholson Group.

## The Nicholson Group Client Listing

### Financial Institutions

Associated Bank  
Badger Bank  
Bank Mutual  
Bridgewater Bank  
BMO Harris Bank  
Citizens Bank of Mukwonago  
Farmers & Merchants Bank  
First Bank  
First Business Bank  
First National Bank Fox Valley  
Investors Bank  
Ixonia Bank  
Johnson Bank  
JP Morgan Chase Bank  
Layton State Bank  
Marine Bank  
North Milwaukee State Bank  
Oostburg State Bank  
Park Bank  
PNC Bank  
Pyramax Bank  
TCF Bank  
The Private Bank  
Town Bank  
Tri-City National Bank  
U.S. Bank  
Waterstone Bank  
Waukesha State Bank  
Wells Fargo Bank  
Westbury Bank  
Wintrust Financial Corporation

### Insurance Companies

American Family Insurance  
Fidelity Real Estate Group  
Northwestern Mutual Life  
Symetra Life Insurance Co

### Real Estate Operating Companies

Fiduciary Real Estate  
General Capital Group  
Interstate Partners  
Metropolitan Associates  
Pabst Farms Development Co.  
Public Storage, Inc  
Zilber Ltd. & Towne Realty Inc.

### Municipal/Public

Cardinal Stritch University  
Carroll University  
City of Delafield  
City of Delavan  
City of Glendale  
City of Greenfield  
City of Milwaukee  
City of New Berlin  
City of Oconomowoc  
City of Pewaukee  
City of Racine  
City of Wausau  
City of Wauwatosa  
City of West Allis  
Redevelopment Authority of the  
City of Milwaukee (RACM)  
Milwaukee Area Technical  
College (MATC)  
Milwaukee County  
Milwaukee County Research Park  
Milwaukee Metropolitan Sewerage  
District (MMSD)  
Marquette University  
Milwaukee Public Schools  
Town of Brookfield  
Town of Jackson  
UW-Milwaukee Real Estate  
Foundation  
Village of Greendale  
Village of Hartland  
Village of Kohler  
Village of Menomonee Falls  
Village of Pleasant Prairie  
Village of Shorewood  
Village of Wales  
Village of West Milwaukee  
Waukesha County  
Waukesha School District  
WI Department of Administration  
WI Department of Justice  
WI Department of Transportation  
Wisconsin Lutheran College

### Attorneys

Arenz, Molter, Macy, Riffle & Larson  
Balisle & Roberson  
Davis & Kuelthau  
DeWitt, Ross & Stevens  
Foley & Lardner  
Friebert, Finerty & St. John  
Godfrey & Kahn  
Michael Best & Friedrich  
O'Neil, Cannon, Hollman, DeJong  
Quarles & Brady  
Reinhart Boerner Van Duren  
Stafford Rosenbaum  
von Briesen & Roper  
Weiss Berzowski Brady  
Whyte Hirshboeck Dudek

### Corporate

Abbott Laboratories  
Agnesian HealthCare, Inc.  
Boys & Girls Club of Milwaukee  
Bradley Center Sports &  
Entertainment Corp.  
Caterpillar Inc.  
Grunau Company  
Harley Davidson  
Harmony Living Centers  
Journal - Sentinel, Inc.  
Lad Lake Inc.  
Lake Country Manufacturing  
Lauterbach Group  
Milwaukee World Festivals Inc.  
Noah's Ark Family Park, Inc.  
Rockwell Automation  
Sargento Foods  
Skipper Buds  
SkipperLiner Marine Group  
Spancrete Industries  
Target – Dayton Hudson  
Teamsters General Local No. 200  
The Conservation Fund  
Trane  
U-Haul International  
Walgreen Company  
Wal-Mart Stores & Wal-Mart Realty  
Wisconsin Alumni Research  
Foundation (WARF)  
Zilber Charitable Foundation



### **General Service Conditions**

The services provided by The Nicholson Group LLC have been performed in accordance with professional appraisal standards. Our compensation was not contingent in any way upon our conclusions. We have assumed, without independent verification, the accuracy of all data provided to us. All files, work papers, or documents developed by us during the course of the engagement are our property. We will retain this data for at least five years.

Our opinions and report are to be used only for the specific purpose stated herein and any other use is invalid. No reliance may be made by any third party without our prior written consent. Possession of this report or any copy thereof does not carry with it the right of publication. No portion of this report shall be disseminated to the public through prospectus, advertising, public relations, news, or any other means of communication without the written consent and approval of The Nicholson Group LLC.

You agree to indemnify and hold us harmless against and from any and all losses, claims, actions, damages, expenses, or liabilities, including reasonable attorneys' fees, to which we may become subject in connection with this engagement. The extent of The Nicholson Group LLC's liability as a result of any of the preceding items, or any other matter related to this engagement, is limited to the appraisal fee paid by the client for these appraisal services. Your obligation for indemnification and reimbursement shall extend to any controlling person of The Nicholson Group LLC, employee, affiliate or agent.

We reserve the right to include your company/firm name in our client list, but we will maintain the confidentiality of all conversations, documents provided to us, and the contents of our reports, subject to legal or administrative process or proceedings. These conditions can only be modified by written documents executed by both parties.